

From: Craig W. Bulkley  
To: George P. Tsiopras; John D. Bunnell; Hastings, Peter (peter.hastings@doit.nh.gov); Stephen J. Judge; Judge, Steve (sjudge@wadleighlaw.com)  
Subject: FW: Transportation Meeting

**From:** Brian Law [<mailto:brianlaw@lawwarehouses.com>]  
**Sent:** Monday, July 01, 2013 8:45 AM  
**To:** Craig W. Bulkley  
**Cc:** John Guerette; Lehmann, Suzan M. ([slehmann@HASLAW.com](mailto:slehmann@HASLAW.com))  
**Subject:** Transportation Meeting


Craig: Thank you for the opportunity to give a short presentation on our proposal Friday and to discuss various issues. There are two things I wanted to comment on to be sure there is no confusion.

First, although there was considerable discussion on the electronic signature issue, should the NHSLC elect to utilize this technology we will work with the NHSLC to research and we will procure the solution that best meets your needs.

Second, we discussed how under a co-mingling model the delivery schedule would remain much like it is today. To be clear, this includes, as it is today, the high volume stores being delivered same day.

We look forward to working with the NHSLC and appreciate the opportunity. Should you have any questions and/or wish to schedule another meeting, please feel free to contact me.

Thanks - Brian

From: Howard E. Roundy  
To: John D. Bunnell; Craig W. Bulkley; George P. Tsiopras  
Cc:  
Subject: 805InvAge130625.xlsx  
Attachments:  805InvAge130625.xlsx (60 KB)



805InvAge130625.xlsx



Here is the age by storage type (cases/sub-packs) and days with a percentage of the total of the type.

## Howard E. Roundy

IT Consultant  
New Hampshire State Liquor Commission

PO Box 503  
Concord NH 03302-0503  
603-230-7021  
[hroundy@liquor.state.nh.us](mailto:hroundy@liquor.state.nh.us)

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To: George P. Tsiopras; John D. Bunnell; 'Hastings, Peter (peter.hastings@doit.nh.gov)'; Stephen J. Judge; 'Judge, Steve'  
Cc:  
Subject: FW: LBWD Responses to NHSLC questions.pdf  
Attachments:  LBWD Responses to NHSLC questions.pdf (5 MB);  LBWD Exhibits to responses.pdf (11 MB)



LBWD Responses to  
NHSLC questions.pdf



LBWD Exhibits to  
responses.pdf

[Laconia's responses to our questions.](#)

**From:** Nancy Lamarche [<mailto:nancylamarchecpa@gmail.com>]  
**Sent:** Friday, June 21, 2013 2:58 PM  
**To:** Craig W. Bulkley  
**Subject:** LBWD Responses to NHSLC questions.pdf

Hello Craig Bulkley: Please find attached the responses to your questions as well as the Exhibits that support our responses.

Thank you,  
Nancy Lamarche  
LBWD/Rateliner

From: Craig W. Bulkley  
To: Craig W. Bulkley (cbulkey@liquor.state.nh.us)  
Cc:  
Subject: Memo for Record

Called Jim Ryan from LB&B this afternoon to set up a tour of his truck terminal for Thursday, June 27<sup>th</sup> in the PM. Jim will get back to us to confirm participants and time.

Also directed Jim to get a redacted copy of LB&B's proposal to us asap – as in before their conference on 6/28. Jim acknowledged that LB&B would forward one very soon.



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Craig W. Bulkley  
Director  
Division of Administration  
NH State Liquor Commission  
☎ (603) 230-7008  
FAX (603) 271-3897  
Cell: (603) 490-1559  
✉ [cbulkley@liquor.state.nh.us](mailto:cbulkley@liquor.state.nh.us)

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From: Craig W. Bulkley  
To: George P. Tsiopras; John D. Bunnell; 'Hastings, Peter (peter.hastings@doit.nh.gov)'; Stephen J. Judge; 'Judge, Steve'  
Cc:  
Subject: FW: Transportation Services RFP Follow-up Question from LB&B  
Attachments: All 20 Routes Final.pdf (388 KB); NSLC EC Questions 06182013.docx (106 KB); Pricing NH ABC - 2013 - Distribution.pdf (20 KB); Appendix D.pdf (31 KB)



All 20 Routes  
Final.pdf



NSLC EC Questions  
06182013.docx



Pricing NH ABC -  
2013 - Distribution.pdf



Appendix D.pdf

**From:** Jim Ryan [<mailto:jryan@lbbassociates.com>]  
**Sent:** Friday, June 21, 2013 11:25 AM  
**To:** Craig W. Bulkley  
**Cc:** George P. Tsiopras; John D. Bunnell; [peter.hastings@doit.nh.gov](mailto:peter.hastings@doit.nh.gov); Stephen J. Judge; 'Judge, Steve'  
**Subject:** RE: Transportation Services RFP Follow-up Question

Craig,

I've attached the responses to the question from the committee. On separate documents are the revised pricing broken out per question 12, the corresponding revised Appendix D, and the corrected routing summaries with the duplications removed.

Please let me know if there are any additional questions.

Thanks much,

***Jim Ryan***

Director of Business Development  
LB&B Associates Inc.  
9891 Broken Land Parkway  
Suite 400  
Columbia, MD 21046  
Office: 301-596-2440  
Cell: 443-878-6122  
Fax: 301-596-7879  
<http://www.lbbassociates.com/>

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**From:** Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]  
**Sent:** Thursday, June 20, 2013 2:58 PM  
**To:** Jim Ryan  
**Cc:** George P. Tsiopras; John D. Bunnell; [peter.hastings@doit.nh.gov](mailto:peter.hastings@doit.nh.gov); Stephen J. Judge; Judge, Steve  
**Subject:** RE: Transportation Services RFP Follow-up Question

Jim – yes, you have until tomorrow, 6/21/2013 at noon. Thanks.

**From:** Jim Ryan [<mailto:jryan@lbbassociates.com>]  
**Sent:** Thursday, June 20, 2013 2:47 PM  
**To:** Craig W. Bulkley

**Cc:** George P. Tsiopras; John D. Bunnell; 'Hastings, Peter'; Stephen J. Judge; 'Judge, Steve'  
**Subject:** RE: Transportation Services RFP Follow-up Question

Craig,

The data was unintentionally duplicated. We are in process of making the corrections, which will lower the pricing a bit.  
I have all the responses to the questions, with the exception of question 12 – which will be effected by correcting the data.

Would it be possible to get an extension on question 12 until say noon tomorrow?

Thanks much,

***Jim Ryan***

Director of Business Development  
LB&B Associates Inc.  
9891 Broken Land Parkway  
Suite 400  
Columbia, MD 21046  
Office: 301-596-2440  
Cell: 443-878-6122  
Fax: 301-596-7879  
<http://www.lbbassociates.com/>

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**From:** Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]  
**Sent:** Wednesday, June 19, 2013 2:47 PM  
**To:** Jim Ryan  
**Cc:** George P. Tsiopras; John D. Bunnell; Hastings, Peter; Stephen J. Judge; Judge, Steve  
**Subject:** Transportation Services RFP Follow-up Question

Jim:

Are we correct that you have duplicated the drop pallet stores in the four sample weeks data provided in your proposal? If so, please explain.



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Craig W. Bulkley  
Director  
Division of Administration  
NH State Liquor Commission  
☎ (603) 230-7008  
FAX (603) 271-3897  
Cell: (603) 490-1559  
✉ [cbulkley@liquor.state.nh.us](mailto:cbulkley@liquor.state.nh.us)

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Cc:	
Subject:	FW: Reference from W. Virginia re LB&B Trucking

Ron Moats is the Commissioner

**From:** Moats, Ronald M [<mailto:Ronald.M.Moats@wv.gov>]  
**Sent:** Thursday, June 20, 2013 6:23 PM  
**To:** Craig W. Bulkley  
**Subject:** Reference from W. Virginia re LB&B Trucking

Craig - When one of our 178 private retail liquor stores orders a case of liquor, a 28% markup is added, then a delivery fee of \$2.30 is added into the cost the stores pay to the WV liquor commission. We then pay LB&B monthly based upon the cases they deliver. We charge the same delivery fee no matter where the retail store is located in the state. Let me know if you need any more information.

Sent from my iPhone

On Jun 20, 2013, at 3:48 PM, "Craig W. Bulkley" <[cbulkley@liquor.state.nh.us](mailto:cbulkley@liquor.state.nh.us)> wrote:

Commissioner:

It was good to see you at the NABCA Annual Meeting in Phoenix last month. Thank you for taking the time to speak with me about LB&B. I have another question for you:

- Does LB&B deliver product to your agency stores on behalf of the state or at the expense of the licensee?

Thank you for your assistance.



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Cc:	Craig W. Bulkley
Subject:	Reference on LB&B from W. Virginia

Today I Spoke with Erin Brewster, Deputy Commissioner, W. Virginia Alcohol Beverage Control Administration

- She supervises this operation at the top of the organization
- They are very happy with the performance of LB&B
- LB&B has been on the job for a year
- Had a few transition issues because LB&B was not familiar with the state
- One year contract with three 1-year extensions; by law, can't have a contract longer than one year for initial term
- LB&B does use box trucks for some deliveries due to the road system and the locations where they are delivering (especially in town locations where delivery areas won't accommodate a tractor trailer).
- They do not seal trailers or trucks at the warehouse; assumption is that once the product is put on a pallet and inventoried, it is the trucker's responsibility; no issues here that she mentioned as a problem

- Erin commented that we wouldn't be disappointed were we to hire LB&B to do our trucking

Erin's comments are consistent with those of Ronald Moats, Commissioner of the WVABCA with whom I spoke on May 16, 2013 at the NABCA Annual Conference in Phoenix, AZ. He was very complimentary regarding the service provided by LB&B.



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Cc:  
Subject: FW: LB&B Associates

Reference on LB&B

**From:** Herring, Mike [<mailto:Mike.Herring@abc.nc.gov>]  
**Sent:** Thursday, June 20, 2013 4:11 PM  
**To:** Craig W. Bulkley  
**Subject:** RE: LB&B Associates

Hello Craig, yes, I am aware that LB&B has submitted a proposal to your Commission to provide transportation services. I think my letter of reference sent to you earlier says it all about LB&B. They are a first class service provider and we have them locked down long term until 2021. They go above and beyond what is in the contract to insure the best in customer service to all involved in the process. NC does not have agency stores. LB&B delivers to 169 ABC boards that operate 420 ABC stores. The ABC boards pay a bailment fee for each case of liquor they receive and the State uses those fees to compensate LB&B. LB&B ships to approx 300 delivery points, including local ABC board warehouses, stores along with several military installations. I highly recommend you give them serious consideration. I think you will be highly satisfied with the service they can provide.

Sincerely,

**Michael C. Herring** / Administrator

---

North Carolina **Alcoholic Beverage Control Commission**  
400 East Tryon Road / Raleigh, North Carolina 27610  
m: 4307 Mail Service Center / Raleigh, NC 27699-4307  
d: 919.779.0700.247 / f: 919.661.5927  
[mike.herring@abc.nc.gov](mailto:mike.herring@abc.nc.gov) <http://abc.nc.gov>

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**From:** Craig W. Bulkley [<mailto:cbulkley@liquor.state.nh.us>]  
**Sent:** Thursday, June 20, 2013 3:52 PM  
**To:** Herring, Mike  
**Subject:** LB&B Associates  
**Importance:** High

Mike:

As you know, LB&B has submitted a proposal for transportation services to our Commission for deliveries to our 77 state liquor stores. I have one question for you:

- Does LB&B deliver product to your agency stores on behalf of the state or at the expense of the licensee?

If there is any other information you wish to share about LB&B, I would appreciate hearing from you. Thank you.



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NH State Liquor Commission  
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**From:** Herring, Mike <Mike.Herring@abc.nc.gov>  
**To:** Craig W. Bulkey  
**Cc:**  
**Subject:** Reference on LB&B Associates

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[mike.herring@abc.nc.gov](mailto:mike.herring@abc.nc.gov) <http://abc.nc.gov>

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**From:** Craig W. Bulkey [<mailto:cbulkey@liquor.state.nh.us>]  
**Sent:** Thursday, June 20, 2013 3:52 PM  
**To:** Herring, Mike  
**Subject:** LB&B Associates  
**Importance:** High

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